

April 2022

Building Contractors Association of Otero County

BCAOC



PO Box 4382, Alamogordo, NM 88311

575-491-2901

beaocalamo@gmail.com

www.bcaoc.com

**"Do not take life too seriously.
You will never get out of it alive."**

- Elbert Hubbard

A Message from the Executive Officer

Happy April,

Happy spring..I feel like these months are flying by and now it is time for our next luncheon. The luncheon will be April 19th at 11:30 in the 19th Hole. Our guest speakers will be Jim Darnold, Mark Nelson and Tom Mease from CID to discuss on-going permitting and inspection issues our members are having. So please plan to attend this luncheon and bring any questions you might have for them.

In the coming months I am going to be working on getting some committees going, I am looking to have a membership committee, fundraising committee and an events committee. If you would be interested in chairing or being on any of these committees let me know. I really want to get more people involved and I think this can be a great way.

Right now we are trying to grow our advertising in the newsletter so if you would like your company in the newsletter please forward me your ad you would like to use and I can invoice you. Or if you have any events coming up we can add it to our newsletter.



Mandy Curry

As always any questions or concerns please reach out to 575-491-2901 or bcaocalamo@gmail.com.

Thank you,

Mandy Curry
Executive Officer

For ALL your home service needs!



Home Service Contractors inc.
NM Lic. #88711

PERRY HISAW
Owner

FREE ESTIMATES
Plumbing • Heating/Cooling
Remodeling • Carpet Cleaning

2001 E. First St.
Alamogordo, NM 88310
(575) 437-4790

**Home-town banking.
Home-town help.**

Full-service community banking for all your financial needs.



FIRST AMERICAN
your Community Bank Since 1903
www.FirstReadyOnLine.com

ALAMOGORDO:
1300 N. White Sands Blvd. | 575-439-9800

Member FDIC

Home of the Red, White, and Blue-
Saving Money for You!



USA Insurance
Independent Insurance Agents

3310 N. White Sands Blvd., Alamogordo, NM 88310
Ph: 575-439-9999 Fax: 1-800-630-9701
www.myusainurance.net

Cover to Cover

NAHB Urgest Swift Action on Canadian Lumber Pact	4
Get Yourself Noticed!	4
Multifamily Production at a Two-Year High; Single-Family Starts Firm	5
Coming Events	5
HUD Unveils Appraisal Action to Help Consumers	6
New Members & Membership Renewals	7
Build Your Business	7
Diminished Future Sales Expectations, Rising Costs Lower Confidence	8
Member Luncheon	8
NAHB Member Benefits Offer Solutions to Help Businesses Thrive	9
Member Advantage	10
New Home Sales Soften in February	11
Housing Journal Requests Photos	11
NMHBA Rebates	12
Discount Pricing for BCAOC Members	13

Local Legislative Contact Information

CITY COMMISSIONERS

District 1 Mayor-Pro-Tem Nick Paul
(805) 728-5715 • npaul@ci.alamogordo.nm.us

District 2 Stephen Burnett
(575) 491-4203 • sburnett@ci.alamogordo.nm.us

District 3 Vacant

District 4 Josh Rardin
(575) 434-0720 • jrardin@ci.alamogordo.nm.us

District 5 Sharon McDonald
(575) 446-9910 • smcdonald@ci.alamogordo.nm.us

District 6 Dusty Wright
(505) 430-3395 • dwright@ci.alamogordo.nm.us

Mayor at Large Susan L. Payne, Mayor
(575) 214-0024 • spayne@ci.alamogordo.nm.us

STATE OFFICIALS

District 32 Senator Cliff R. Pirtle
(575) 626-7046 • cliff.pirtle@nmlegis.gov

District 33 Senator Bill Burt
(575) 434-1414 • bill.burt@nmlegis.gov

District 34 Senator Ron Griggs
Cell: (575) 439-1331 • ron.griggs@nmlegis.gov

District 51 Representative Rachel A. Black
Capital Phone: (505) 986-4467 • Cell: (575) 491-1227
rachael.black@nmlegis.gov

District 56 Representative Zachary Cook
Cell: (575) 937-7644 • zachjcook@gmail.com

District 53 Representative Willie A. Madrid
Capital Phone: (505) 986-4436 • Cell: (916) 204-9056
willie.madrid@nmlegis.gov

District 54 Representative Jim Townsend
Cell: (575) 703-0153 • townsend@pvt.net

COUNTY COMMISSIONERS

District 1 Gerald Matherly Office: (575) 437-7427 Cell: (575) 491-4836 gmatherly@co.otero.nm.us	District 2 Couy Griffin Office: (575) 437-7427 Cell: (575) 491-3359 cgriffin@co.otero.nm.us	District 3 Vickie Marquardt Office: (575) 437-7427 Cell: (575) 415-5782 vmarquardt@co.otero.nm.us
---	--	--

BCAOC 2022 Board Members and Officers

Executive Board of Directors:

President: Neil Stone, Stone Electric & Power
President Elect: Tom Eldred, Bourbon Plumbing
Past President: Ryan McGinnis, Classic Builders, Inc.
Associate Vice President: Rick McCracken, Morrison Supply Company
Secretary/Treasurer: Mandy Curry, Executive Accounting, LLC
Builder's Trust Representative: McChristie Curry, White Sands Construction, Inc.

Associate Directors:

Jeri Melton, Roy's Welding
Jimmy Deer, Pioneer Abstract & Title Co. of Alamogordo, Inc.
Lee Ann Bain, First National Bank
Abe Moore, Darnold Plumbing

Builder Directors

Ken McGinnis, Classic Builders, Inc.
Mike Drunzer, Drunzer Construction, Inc.
Harris Blankenship, National Construction, Inc.
Gerald Matherly, Highlander Construction
Catlin Curry, White Sands Construction
Dusty Wright, General Hydraulics

Advisory Committee:

Randy Rabon, Mesa Verde Enterprises, Inc.
Allen Gorby, Jack Wayte Construction Company, Inc.
Doug Nelson, Tool Box, LLC
Sylvia Tillbrook, Otero County Administration
G.B. Oliver, Alamogordo Chamber of Commerce
Jake Boles, USA Insurance
Josh Rardin, Rardin's Construction

The Building Contractors Association of Otero County is a nonprofit voluntary trade association affiliated with the New Mexico Home Builders Association and the National Association of Home Builders. The association seeks to represent and serve the diversified needs of its members who consist of large, small volume and custom home builders, developers, and remodelers, as well as industry-related suppliers, subcontractors, & professionals.

As the voice of the housing industry in Otero County, the association's primary mission is to represent those involved in and served by the building industry in our region, and all those in pursuit of the American Dream. This will be accomplished by spearheading a combined effort of all

industry-related groups in addressing the quality of life in the community.

The Building Contractors Association of Otero County will work to achieve the following goals:

- Educate our membership, our industry and the public
- Actively participate in legislative & regulatory affairs
- Provide the forums that encourage quality construction and innovative products.

We responsibly serve our community by being the positive influence on the building industry.

BCAOC Executive Board

Neil Stone, President
Office (575) 437-1822
stoneelectric@live.com

Rick McCracken, Associate Vice President
Office (575) 437-5620
rmccracken@morsco.com

McChristie Curry, Builders Trust Representative
Office (575) 437-7816
mcchristie@whitesandsconstruction.com

Tom Eldred, President Elect
Office (575) 430-9815
bourbounplumbingco@hotmail.com

Mandy Curry, Secretary/Treasurer
Office (575) 443-8400
mgray@tularosa.net

Ryan McGinnis, Past President (2021)
Office (575) 430-2189
darkside_201@hotmail.com

NAHB Urges Swift Action on Canadian Lumber Pact Following UK Deal on Steel Tariffs

NAHB is calling on the Biden administration to move immediately to negotiate a new softwood agreement with Canada that will end tariffs after the administration announced last night that it had reached a deal with the United Kingdom to lift steel and aluminum tariffs imposed by former President Donald Trump in 2018.

“Now that the administration has moved to end steel and aluminum tariffs from the United Kingdom, it must act with the same sense of urgency to negotiate a new agreement with Canada that will eliminate tariffs on softwood lumber shipped into the U.S.,” said NAHB Chairman Jerry Konter. “With the nation in the midst of a housing affordability crisis, the lumber tariffs are contributing to unprecedented price volatility that has added

more than \$18,600 to the price of a new home since last August. A failure to act decisively will be a bitter blow for American home buyers and for housing affordability.”

While the removal of steel and aluminum tariffs from the UK is a positive development that can help lower construction costs, the lack of any trade progress on the Canadian lumber front is especially galling, considering that NAHB has been calling for action since this latest round of tariffs went into effect during the Trump administration.

Lumber tariffs act as a tax on American home buyers and home owners and affects millions of households. NAHB strongly believes that the United States must return immediately to the negotiating table with Canada to reach a long-term trade agreement that will put an end to harmful tariffs and ensure that American home builders and home buyers have access to a steady supply of lumber at an affordable price.

We will continue to sound the alarm on the harmful effects that tariffs have on housing affordability and work with our allies in Congress to hammer home an urgent message to the administration: Few things would have a more immediate impact on lumber markets than a swift resolution to America's ongoing trade dispute with Canada over softwood lumber.

To learn more about NAHB's actions to address the lumber and supply chain crisis, visit www.nahb.org/lumber.

GET YOURSELF NOTICED!

BCAOC is giving you an opportunity to show off your work! We are looking for photos for our front covers. This is a great way to showcase your work.

Specifications:

- Vertical shot 8x10 or proportional
- 300 dpi, jpg or tif
- Permission from photographer, if photo was professionally done

To submit your photo to the BCAOC Newsletter, contact:

Mandy Gray
575-491-2901
bcaocalamo@gmail.com

General Hydronics
Utilities, LLC
Lic # 388888



Ed Boles
Managing Member

boles@generallyhydronics.com
Cell: (575) 430-1403

Charlie Martin
Managing Member

charlie@generallyhydronics.com
Cell: (575) 430-5727

Office (575) 437-6512 • Fax (575) 434-6721
1001 Zuni Drive, Suite D • Alamogordo, NM 88310

Multifamily Production at a Two-Year High as Single-Family Starts Remain Firm

Despite production bottlenecks and rising construction costs, total housing starts led by a strong multifamily reading posted a solid gain in February as demand stays strong and existing inventory remains at low levels.

Overall housing starts increased 6.8% to a seasonally adjusted annual rate of 1.77 million units, according to a report from the U.S. Department of Housing and Urban Development and the U.S. Census Bureau. This is 22.3% above the rate posted a year earlier.

The February reading of 1.77 million starts is the number of housing units builders would begin if development kept this pace for the next 12 months. Within this overall number, single-family starts increased 5.7% to a 1.22 million seasonally adjusted annual rate. The multifamily sector, which includes apartment buildings and condos, increased 9.3% to an annualized 554,000 pace.

"Builders continue to start homes as the demand for new construction remains solid in a market lacking inventory of previously owned homes," said Jerry Konter, chairman of the National Association of Home Builders (NAHB) and a home builder and developer from Savannah, Ga. "However, construction costs are rising too quickly, which threatens housing affordability conditions in

2022 as interest rates rise."

"The February pace for apartment construction was the best since January 2020 and we expect the multifamily sector to continue to show strength as the economy reopens," said NAHB Chief Economist Robert Dietz. "On the single-family front, the count of homes permitted but not started construction reached a four-month high in February, rising to 152,000. This is an indication of the ongoing supply-chain delays and cost issues that are limiting the pace of home building in many markets."

On a regional basis compared to the previous month, combined single-family and multifamily starts are 28.7% higher in the Northeast, 15.3 % higher in the Midwest, 11.4% higher in the South and 11.4 % lower in the West.

Overall permits decreased 1.9% to a 1.86 million unit annualized rate in February. Single-family permits remained essentially flat, falling 0.5% to a 1.21 million unit rate. Multifamily permits decreased 4.4% to an annualized 652,000 pace.

Looking at regional permit data compared to the previous month, permits are 22.7% higher in the Northeast, 8.4% lower in the Midwest, 5.5 % lower in the South and 2.1% higher in the West.

There are now 799,000 single-family homes under construction, a 28.3% year-over-year gain.

Save the Date

LUNCHEON DATES

Nineteenth Hole Golf Course – 11:30 a.m.

04/19/22, 06/21/22, 08/16/22 10/18/22

BCAOC BOARD OF DIRECTORS MEETINGS

Morrison Supply – 10:30 a.m.

04/12/22, 06/14/22, 08/09/22, 10/11/22

Rick McCracken

SHRIMP BOIL

Mesa Verde Ranch – Date to be Announced

BCAOC GOLF TOURNAMENT

Desert Lakes Golf Course – Date to be Announced

MEMBER APPRECIATION DAY

Mesa Verde Ranch – Date to be Announced

ANNUAL MEETING / CHRISTMAS PARTY

Elks Lodge Ballroom – To Be Announced

Your participation in any or all of the above would be greatly appreciated!

MORRISON
SUPPLY COMPANY

**406 Fairgrounds Rd.
Alamogordo, NM 88310**

(575)437-5620 • FAX (575)437-3958


**FOXWORTH
GALBRAITH
LUMBER COMPANY**

Jorge Martinez
General Manager

Foxworth-Galbraith Lumber & Building Materials

575.437.6040 | 575.937.3031 Cell | jimartin@foxgal.com

2318 N White Sands Blvd | Alamogordo, NM 88310

www.foxgal.com

HUD Unveils Appraisal Action to Help Consumers

March 23, 2022 – The U.S. Department of Housing and Urban Development (HUD) today sent an appraisal action plan to President Biden that is designed to make the appraisal industry more accountable and to help home buyers and home owners better navigate the appraisal process.

The action plan, developed by the [Interagency Task Force for Property Appraisal and Valuation Equity \(PAVE\)](#), includes 13 federal agencies that have pledged to take the following actions:

Make the appraisal industry more accountable. The PAVE action plan lays out steps to enhance oversight and accountability of the appraisal industry, which has long operated in a relatively closed and self-regulated framework and has not been effective at addressing deep-rooted inequities. Specifically, it commits federal agencies to create a legislative proposal to modernize the governance structure of the appraisal industry, and improves coordination and collaboration between federal enforcement agencies to better identify and redress discrimination in appraisals.

Empower consumers with information and assistance. The PAVE

action plan includes concrete efforts to empower home owners and home buyers on effective steps they can take when they receive a valuation that is lower than expected. For example, federal agencies commit to issue guidance and implement new policies to improve the process by which a valuation may be reconsidered.

Cultivate an appraiser profession that is well-trained and looks like the communities it serves. According to the Department of Labor's Bureau of Labor Statistics, the appraiser/assessor profession is roughly 97% white, making it one of the least diverse professions in the country. The PAVE action plan lays out a series of actions to remove unnecessary educational and experience requirements that make it difficult for underrepresented groups to access the profession and to strengthen anti-bias, fair housing, and fair lending training of existing appraisers.

To read the full report and stay up to date on the work of the Task Force, visit www.pave.hud.gov.

You can also access NAHB's appraisal resources on www.nahb.org.

First National Bank

PROUDLY SUPPORTING OUR BUILDERS AND CONTRACTORS SINCE 1956

CONSTRUCTION, ACQUISITION, REMODEL RESIDENTIAL/COMMERCIAL

WE ARE MAKING LOANS LOCAL BANK... LOCAL DECISIONS

LET'S HAMMER OUT THE DEAL

TALK TO US TODAY... WE'LL LISTEN

437-4880 fnb4u.com

ALAMOGORDO • CLOUDCROFT • RUIDOSO
TULAROSA • ARTESIA

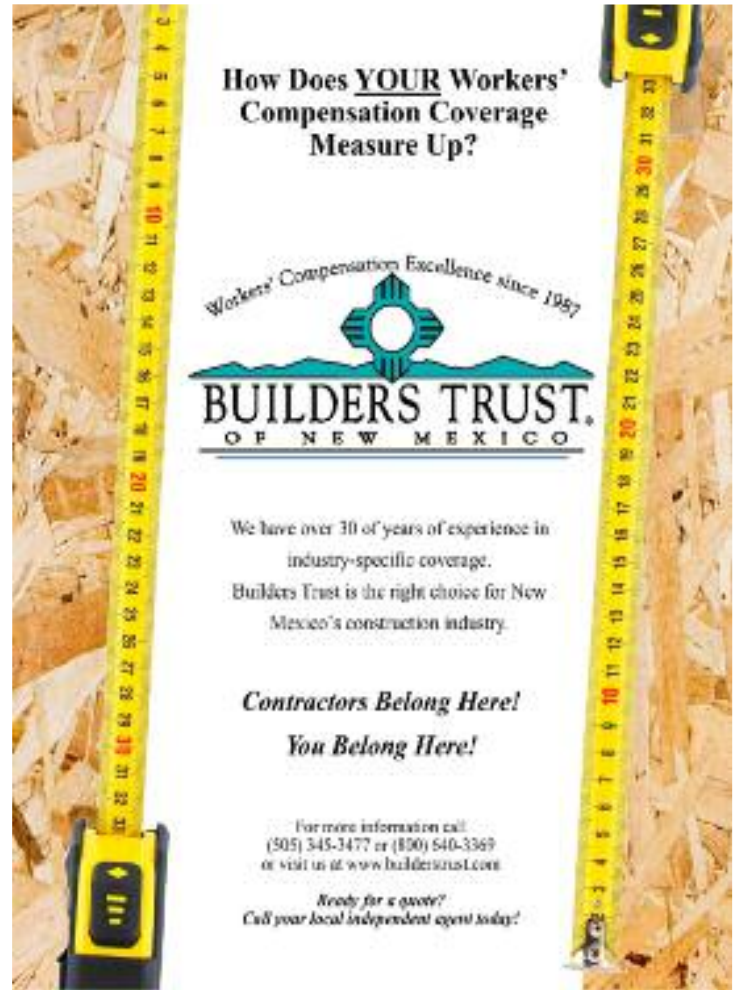
NATIONAL BANK
Member FDIC
Equal Housing Lender

New Member

◆ Mann Mortgage, LLC

Membership Renewals

- ◆ B&B Carpet
- ◆ J&K Construction
- ◆ Lane Plumbing
- ◆ Otero Plumbing & Heating
- ◆ Preslars Dirtworks
- ◆ Southwest Carpet & Floors
- ◆ The Stove & Spa Store
- ◆ USA Insurance
- ◆ Foxworth Galbraith
- ◆ Homeowners Financial Group



How Does YOUR Workers' Compensation Coverage Measure Up?

Workers' Compensation Excellence since 1957

BUILDERS TRUST
OF NEW MEXICO

We have over 30 years of experience in industry-specific coverage. Builders Trust is the right choice for New Mexico's construction industry.

**Contractors Belong Here!
You Belong Here!**

For more information call (505) 345-3477 or (800) 540-3369 or visit us at www.builderstrust.com

*Ready for a quote?
Call your local independent agent today!*

the BCAOC can help you

BUILD your business!

Make a One Year
Commitment and get a
25% DISCOUNT!
This is equivalent to
3 months of
FREE ADVERTISING!

Advertising space is now available for the upcoming issue of our BCAOC newsletter! Please give us a call for more information... contact the BCAOC office at 575-491-2901 or bcaocalamo@gmail.com

Business Card.....	\$25
Quarter Page.....	\$50
Third Page.....	\$75
Half Page.....	\$100
Full Page (Inside).....	\$175
Inside Cover.....	\$200
Back Cover.....	\$250

*Please note: Prices listed are for BCAOC members. Non-members will be charged an additional 20%.

Diminished Future Sales Expectations, Rising Costs Lower Builder Confidence

Ongoing lumber and building material supply side constraints, rising construction costs and expectations of higher interest rates continue to negatively affect builder sentiment even as buyer demand remains relatively solid.

Builder confidence in the market for newly built single-family homes moved two points lower to 79 in March from a downwardly revised reading in February, according to the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI) released today. This is the third straight month that builder sentiment has declined and the first time that the HMI has dipped below the 80-point mark since last September.

“While builders continue to report solid buyer traffic numbers, helped by historically low existing home inventory and a persistent housing deficit, increasing development and construction costs have taken a toll on builder confidence,” said NAHB Chairman Jerry Konter, a builder and developer from Savannah, Ga. “We call upon policymakers to act now to ease supply-chain woes. “Improving access to lumber, OSB and other materials will help builders increase the supply of badly-needed housing and fight inflation.”

“The March HMI recorded the lowest future sales expectations in the survey since June 2020, said NAHB Chief Economist Robert Dietz. “Builders are reporting growing concerns that increasing construction costs (up 20% over the last 12 months) and expected higher interest rates connected to tightening monetary policy

will price prospective home buyers out of the market. While low existing inventory and favorable demographics are supporting demand, the impact of elevated inflation and expected higher interest rates suggests caution for the second half of 2022.”

Derived from a monthly survey that NAHB has been conducting for more than 35 years, the NAHB/Wells Fargo HMI gauges builder perceptions of current single-family home sales and sales expectations for the next six months as “good,” “fair” or “poor.” The survey also asks builders to rate traffic of prospective buyers as “high to very high,” “average” or “low to very low.” Scores for each component are then used to calculate a seasonally adjusted index where any number over 50 indicates that more builders view conditions as good than poor.

The HMI index gauging current sales conditions fell three points to 86 and the gauge measuring sales expectations in the next six months dropped a whopping 10 points to 70. The component charting traffic of prospective buyers posted a two-point gain to 67.

Looking at the three-month moving averages for regional HMI scores, the Northeast fell seven points to 69, the Midwest dropped one point to 72 and the South fell three points to 83. The West moved up one point to 90.

HMI tables can be found at www.nahb.org/hmi. More information on housing statistics is also available at Housing Economics PLUS (formerly housingeconomics.com).



Our Next
Membership Luncheon Meeting
will be on Tuesday, April 19, 2022
at 11:30 AM at

**THE 19TH HOLE at the
DESERT LAKES GOLF COURSE...**

Come join us!



Copyright © 2002 Thaves, Distributed by Newspaper Enterprise Association, Inc.

Judie Ruiz | Laura Pannell | Phil Stevens

BANK 34
STAND INDEPENDENT

RESIDENTIAL & COMMERCIAL
CONSTRUCTION SPECIALISTS

500 E. 10th St. • 575.437.9334 • www.Bank34.com

MEMBER FDIC. EQUAL HOUSING LENDER. NMLS #402600

NAHB Member Benefits Offer Solutions to Help Businesses Thrive

This year, the NAHB member benefits programs are offering more savings than ever before. Whether it's on your next product shipment, car rental, office supply order or telecommunications upgrade, we have the savings and solutions to help meet your business needs. Here are just a few ways you can save:

When it comes to shipping, NAHB members have options.

We're committed to helping you solve shipping challenges, save money and reduce stress. From small packages to freight pallets — and everything in between — members can take advantage of our partnerships with UPS® and YRC for convenient, dependable services and tools that make sending and receiving packages easy and more affordable.



SAVE
Pocket the SAVINGS
www.nahb.org/MA
NAHB

Achieve more with savings from Office Depot.

Whether in the front office or out on a jobsite, the NAHB/Office Depot savings program provides the supplies you need to keep your business going. From personal protective equipment (PPE) — such as face coverings, safety goggles, ear plugs and hard hats — as well as a variety of cleaning supplies and other business essentials, Office Depot can make it easier to outfit your business with work essentials.

Plan your next trip with Avis and Budget.

You can save money while making your travel experience more comfortable and convenient through the NAHB/Avis and Budget car rental savings program. With the pay-now feature, members can save up to 35% off base rates, plus receive additional offers such as complimentary upgrades.

Get business-boosting technology from RingCentral.

Imagine your team working together seamlessly with all the resources they need to keep conversations moving at their fingertips. Imagine your clients, suppliers and subcontractors connecting with you effortlessly through crystal-clear voice and video calls. Get these features and more when you upgrade to RingCentral's voice, video and team messaging system.

For more information, visit 1800members.com/nahb or call 800-MEMBERS (800-636-2377) weekdays from 8 a.m. to 5 p.m., ET.



Ready Mix Concrete · Asphalt ·
Sand · Gravel · Landscape
Materials



140 Alamo Street · La Luz, NM 88337 ·
Phone: 575.437.0047 · www.aggtecllc.com

Building Tomorrows Future Today...

White Sands

CONSTRUCTION

ALAMOGORDO, NEW MEXICO 88310

PHONE 575.437.7816
FAX 575.437.0984
www.whitesandsconstruction.com
NM Lic. #63235

COVID 19 CORONAVIRUS DISEASE 2019 (COVID-19)



You can help prevent the spread of respiratory illnesses with these actions:

- Avoid close contact with people who are sick.
- Avoid touching your eyes, nose & mouth.
- Wash hands often with soap & water for at least 20 seconds.

 www.cdc.gov/COVID19



Member Advantage at a Glance

www.nahb.org/savings

Amazon Business - Create an Amazon Business account and gain access to the NAHB Amazon store which offers recommended products tailored to your industry's needs while unlocking additional business savings. Sign up here, www.amazon.com/NAHB

Capital One Spark Business Card -With the Spark® Cash credit card, you'll earn unlimited 2% cash back on every purchase—plus, there is no annual fee to use your card. Click here to learn more: <https://capt1.co/NAHB>

Kabbage® created a new way to provide flexible access to small business financing. They use an online application to provide a quick decision. www.Kabbage.com/nahb has provided access to over \$5 billion in funding.”

Houzz –Free access to the concierge service, instant approval into the Houzz Trade Program giving trade-only discounts up to 50% off, plus special discounts on local advertising. Visit www.houzz.com/NAHBmembers

FCA US LLC - A \$500 cash allowance for members, employees and household family members. This offer is good toward many new models in the Chrysler, Dodge, Jeep®, Ram or FIAT® vehicle lineup and is stackable with most current local or national incentives. Visit www.nahb.org/fca to learn more.

Lowe's - Visit www.LowesForPros.com/NAHB or call 877-435-2440 and register to save 2% on your Lowe's Accounts Receivable (LAR) or Lowe's Business Accounts (LBA) purchases and free delivery on purchases over \$500. Save an additional 5% every day at the store when you mention the 5% at time of purchase and when using your LAR or LBA.

General Motors – General Motors is proud to offer NAHB Members a Private Offer of up to \$1,000 on your next Chevrolet, Buick and GMC vehicle. Visit www.nahb.org/gm to learn more.

UPS Savings Program & YRC Freight - UPS discounts of up to 36% on a broad portfolio of shipping services. Savings of at least 70% on less-than-truckload shipments 150 lbs. or more with UPS Freight and YRC Freight. Visit www.1800members.com/NAHB or call 1-800-MEMBERS (800-636-2377) for more information.

GEICO - Exclusive NAHB discounts for members on auto insurance. Visit www.geico.com/disc/nahb or call 800-368-2734. Mention NAHB for auto, homeowners, and commercial auto quotes.

2-10 Home Buyers Warranty - Visit www.2-10.com/NAHB or call 855-280-1328 to receive exclusive access to discounts on select products, including the Builder Backed Service Program and the systems and appliances warranty.

TSYS - Payment solutions with average savings of 16% per year. Web/mobile tools, credit card and eCheck processing and more. Free "Savings Analysis" call 800-613-0148 or visit www.tsysassociation.com/NAHB.

Dell - Up to 30% off on all Dell computers. Call 800-757-8442 and Mention NAHB or visit www.dell.com/nahb.

ConstructionJobs.com - NAHB offers a recruitment tool to all NAHB members in their search for new employees. NAHB members enjoy a 20% discount off standard rates. Visit: <https://www.nahb.org/en/members/member-discounts/archived-webpages/nahb-career-center.aspx> to connect with top talent and top employers in the construction industry today.

Hertz - Up to 20% off on rental cars and FREE Gold Plus Rewards membership. Visit www.hertz.com/nahb, or call 800-654-2200 and use CDP# 51046.

Avis - Up to 25% off car rental base rates and FREE Avis Preferred Service membership at www.avis.com/nahb, or call 800-331-1212 and use AWD code G572900.

Budget - Up to 25% off car rental base rates and FREE Budget Fastbreak at www.budget.com/nahb, or call 800-283-4387 and use BCD code Z536900.

Office Depot - Office Depot – Save up to 80% in-store or online. Free shipping on orders of \$50 or more. Visit www.officediscounts.org/NAHB or call Jeremy Kirkland for assistance with your business account; 855-337-6811 Ext. 2897

Omaha Steaks - Save 10%, in addition to any online specials. www.OSincentives.com/promo/nahb

FTD - 20% off floral arrangements and gifts at www.ftd.com/nahb or call 800-SEND-FTD use code 17421.

New Home Sales Soften in February on Higher Mortgage Rates and Construction Costs

Higher mortgage rates and construction costs pushed new home sales lower in February even as demand remains solid due to a lack of existing home inventory.

Sales of newly built, single-family homes in February fell 2.0% to a 772,000 seasonally adjusted annual rate from a downwardly revised reading in January, according to newly released data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau. New home sales are down 6.2% compared to February 2021.

“The new home market is more important than ever as a source of inventory given the historically low level of resale homes available for purchase,” said Jerry Konter, chairman of the National Association of Home Builders (NAHB) and a builder and developer from Savannah, Ga. “However, higher construction costs are hindering new home sales as the cost of lumber, OSB, shingles and other materials rise. Policymakers could help by reducing tariffs on materials as an anti-inflation measure.”

“New home sales softened in January and February as mortgage rates increased,” said NAHB Chief Economist Robert Dietz. “NAHB is forecasting additional gains in interest rates as monetary policy meaningfully tightens in 2022, putting additional pressure

on housing affordability. However, because there is such limited inventory of existing single-family homes on the market, additional new construction is required to meet demand even as building costs significantly outpace inflation.”

A new home sale occurs when a sales contract is signed or a deposit is accepted. The home can be in any stage of construction: not yet started, under construction or completed. In addition to adjusting for seasonal effects, the February reading of 772,000 units is the number of homes that would sell if this pace continued for the next 12 months.

New single-family home inventory was up 33.0% over last year, rising to a 6.3 months’ supply, with 407,000 available for sale. However, just 35,000 of those are completed and ready to occupy.

The median sales price rose to \$400,600 in February, and is up 10.6% compared to a year ago even as residential construction material costs are up 20% over the same period.

Regionally, compared to the previous month, new home sales increased 59.3% in the Northeast, increased 6.3% in the Midwest, decreased 1.7% in the South and decreased 13.0% in the West.

Feature Your Work on a Housing Journal Cover

If you have a home or remodeled project that’s worthy of notice, we want to help you show it off! Along with exterior and interior room shots, we’ll also accept photos of special features such as tile work, swimming pools, fireplaces, porches, etc.

Specifications:

- Vertical shot 8x10 or proportional
- Actual photo or on a CD (300 dpi, jpg or tif at final size)
- If the photo was professionally done, please obtain permission from the photographer.

You may mail your photo(s) to our office at 5931 Office Blvd. NE, Albuquerque, NM 87109 or email to melanie@nmhba.org. NMHBA will determine whether or not the photo will be used. Please contact Melanie Lawton at 505-344-7072 with any questions.

NMHBA is looking for high-quality photos of your work to feature on upcoming Housing Journal covers.



WANT TO START GETTING MONEY BACK FOR PRODUCTS YOU ALREADY USE?



Free Member Benefit of your State & Local HBA

www.NMHBArebates.com

If you use any of these **50+ participating manufacturers**, then it is easy to participate!

- 1 REGISTER
- 2 SUBMIT A REBATE CLAIM
- 3 RECEIVE A REBATE CHECK



THE AVERAGE REBATE PER BUILDER / REMODELER COMPANY WHO PARTICIPATED IN 2020 WAS:

\$1,495.13



Website: www.HBArebates.com | Phone: 866-849-8400
 Email: Info@HBArebates.com | Facebook: [/MemberRebateProgram](https://www.facebook.com/MemberRebateProgram)



DISCOUNT PRICING FOR BCAOC MEMBERS

The Building Contractors Association of Otero County partners with NPP to provide discounts on products and services. NPP negotiates the rates, and makes them available to BCAOC members.

NPP membership is free. Available products include:

- WIRELESS SERVICE
- OFFICE SUPPLIES
- TRAVEL
- MAINTENANCE & REPAIR
- TECH DEVICES
- FLEET MANAGEMENT
- REMOTE SURVEILLANCE
- AND MORE...



Access the nation's largest and most reliable 4G LTE network.

Corporate Discount - 22% discount on eligible wireless calling plans \$34.99 and higher (five line minimum, two corporate lines required).

\$20 for 3GB data on 3G/4G devices or **\$30 for 5GB** with Mobile Hotspot on 4G smartphone devices for corporate subscribers.

Text Message Offer - 250 per month for free, 500 per month for \$5, or unlimited per month for \$10.

Employee Discount - Up to 18% discount on eligible wireless calling plans \$34.99 and higher (15% discount, plus 3% if enrolled in paperless billing and My Verizon).

Accessories - 25% discount on select accessories.

***Eligibility Requirement:** Company must be a commercial construction company, home builder, remodeler or other trade craftsman.

All Verizon Wireless offers are for a limited time only and are subject to equipment availability. Verizon Wireless reserves the right to change or modify all offers at any time without notice. All terms and conditions are subject to and governed by Verizon Wireless Agreement with Customer including, but not limited to, Customer eligible requirements. Every effort is made to ensure the accuracy of the Verizon Wireless offers, however, Verizon Wireless is not responsible for any errors or omissions.



Exclusive savings with the world's largest online travel agency.

Save 5% on hotel bookings—over and above Expedia's industry leading prices.



Discounted, contracted prices on over 30,000 supplies and services. Free next-day delivery on standard orders over \$30.



The nation's leading provider of online legal document services and legal plans to families and small businesses.

15% discount for NPP members.

HOW TO GET STARTED

Signing up to be an NPP member is free and easy:

- Visit www.mynpp.com, click on "Join Now."
- Select "Company," then "Construction," then "Residential."
- Select "BA - Builders Association" from the Association dropdown menu and complete enrollment.



Discount pricing on maintenance, repair and operating supplies. Local products and service at over 2,600 stores.

